

## Sustaining a Memorable Legacy



#### **Los Alamos National Laboratory**

LANL is operated by Los Alamos National Security, LLC and is a premier national security research institution that recently celebrated 70 years of service to the nation. LANL enhances national security by ensuring the safety and reliability of the U.S. nuclear stockpile, developing technologies to reduce threats from weapons of mass destruction, and solving problems related to energy, environment, infrastructure, health, and global security concerns.

The Lab recognizes the vital role small businesses have on the nation's economy. It also recognizes

the significant impact small businesses have on the state and local economies of New Mexico and Northern New Mexico. LANL is committed to purchasing quality products and services to meet its mission needs. LANL is dedicated in supporting small business objectives and recognizes that diversity in subcontracting provides a vital link to the local community, strengthens the economy, and represents best business practices.

The Lab is committed to strengthening its relationship with the small business community and strongly believes that procuring from small businesses is the right thing to do.

#### Highlights from Chris Fresquez, Small Business Program Manager

The Small Business Program Summary for fiscal year 2014 highlights achievements by Los Alamos National Laboratory (LANL) to maximize subcontracting opportunities for small businesses. It includes achievements made in awarding subcontracts to small businesses; a mentor-protégé agreement, Small Business Administration Awards, outreach efforts to make prospective suppliers aware of Laboratory supplier forums, and how to do business with the Laboratory.

The summary demonstrates through data tables and graphs the number of Laboratory dollars spent with small businesses nationwide, how the Laboratory has positively impacted each socioeconomic category on which the Laboratory is measured, and how these procurements have impacted the economy of New Mexico and Northern New Mexico.

We are encouraged from our accomplishments of the past year and will strive to continue the advancement and maximization of subcontracting opportunities for small businesses. We are motivated by the small business entrepreneurial spirit, and look forward to the opportunity of helping drive economic growth in New Mexico and for our nation.



Chris Fresquez, LANL Small Business Program Manager

## **Small Business Program and Services**

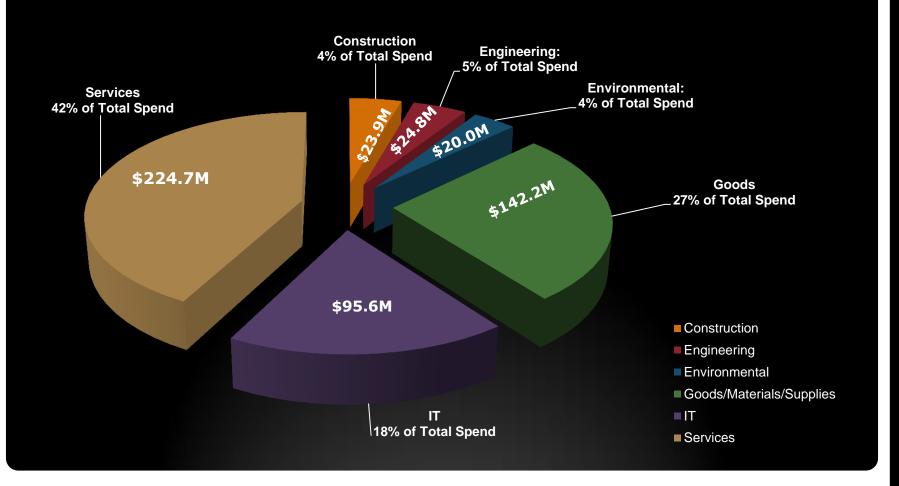
The Small Business Program Office (SBP) holds the overall charter to maximize the use of small businesses while ensuring that the needs of the Laboratory and our customers are met.

- SBP serves as the advocate and business point of contact for businesses seeking subcontracting opportunities with the Laboratory.
- SBP assists in dentifying qualified potential suppliers who share LANL's values of conducting business in an ethical and safe manner while providing quality products and services on time and within budget.
- SBP works with LANL procurement personnel and program staff, to inform them about the many qualified small businesses available to provide goods and services to the Laboratory.
- SBP is proud to partner with the Small Business
   Administration, and the various other small business
   resources in helping small businesses learn more
   about the Laboratory and assisting them in acquiring
   knowledge and technology that will help them
   compete.



LANL Small Business Program Team
From left to right - James Kloeppel, Chris Fresquez, Small
Business Program Manager, Yvonne Gonzales, and Jim Carrigan

# What We Bought In FY14



#### **Socioeconomic Goals and Achievements**

FY2014 was a huge success in terms of dollars LANL spent with small businesses. The table below depicts how the procurement dollars were distributed in each of the socioeconomic categories and in Northern New Mexico.

The Laboratory exceeded the FY2014 small business goals in each socioeconomic category.

# Los Alamos National Laboratory FY 2014 Small Business Goals and Achievements

Category	FY2014 Negotiated Goals	FY2014 Achievements	FY2014 Dollars
Small Business (SB)	50.0%	57.4%	\$283,919,372
Small Disadvantaged Business (SDB)	10.0%	24.1%	\$119,341,957
Women-Owned Small Business (WOSB)	10.0%	16.0%	\$ 78,973,198
HUBZoneSmall Business (HUBZone)	1.5%	4.1%	\$ 20,053,769
Veteran-Owned Small Business (VOSB)	3.0%	6.2%	\$ 30,497,548
Service-Disabled Veteran-Owned Small Business (SDVOSB)	1.0%	2.1%	\$ 10,561,877
SDB 8(a)'s	Not Goaled	6.0%	\$ 29,603,004
Northern New Mexico	>35%	39.88%	\$197,083,063

### LANL's Total Spend with Small Business

The total spend for FY2014 was \$531.2 million. Of the total spend, 57.4 percent of all purchases or \$284 million dollars made by the Laboratory were from small businesses, far exceeding the Lab's target of 50 percent. As a result, the Laboratory exceeded its goals for purchases for Small Disadvantaged Businesses, Women-Owned Small Businesses, Veteran-Owned and Serviced-Disabled Veteran-Owned small businesses.

LANL also exceeded its goals for purchases made from small businesses in Northern New Mexico, the state, and the country. Procurements of \$276 million remained in New Mexico and \$197 million or 39.8 percent of all procurements stayed in Northern New Mexico. LANL's spend for Northern New Mexico procurements in FY2014 was 35 percent.





## Los Alamos National Laboratory FY14 Procurement Spend in New Mexico

Los Alamos County \$156,677,763

Rio Arriba County \$17,463,603



Sandoval County \$7,219,601

Santa Fe County \$15,057,724

The above data is a reflection of the dollars LANL spends within the State of New Mexico and some of the Northern New Mexico counties.

#### **Small Business Outreach:**

The Small Business Program Office (SBP) recognizes the importance of supporting, sponsoring, and presenting LANL's Small Business Program initiatives at the various outreach events. LANL partners with various organizations to support small business development and growth in accordance to the objectives of the Small Business Administration and LANL's Prime Contract requirements.

The SBP team attended 21 "outreach events" aimed at seeking small business concerns. Small Business outreach events allow the SBP to meet with small businesses to discuss LANL programs and what capability and capacity small businesses have that would be supportive of LANL programmatic requirements. Information is then brought back to LANL and shared with procurement specialists and technical requestors.

In addition, all small business contact information is then put into the Supplier Master Database in order to enable the SBP staff and/or procurement specialists to retrieve the appropriate firms by their respective North American Industry Classification System (NAICS) codes for incorporation into the bidder lists when needed.



Chris Fresquez, (far right) is one of the presenters at the 2014 Energy, Technology, and Environment Business Association National Conference



LANL Small Business Staff provide small business supplier information on LANL's Small Business initiatives during a Matchmaking Session

#### **Small Business Program Initiatives & Highlights**

#### LANL Signs a Mentor-Protégé Agreement with RG Construction

On May 7 during the New Mexico Veterans Expo and Job Fair sponsored by LANL's Small Business Program, Acquisition Services Manager Doug McCrary signed a mentor-protégé agreement with John McKinstry, President of RG Construction, a service disabled veteran-owned small business. The working arrangement between LANL and RG Construction will promote economic and technological growth, foster the establishment of long-term business relationships, and provide opportunities for RG Construction to gain visibility in the Department of Energy Complex.



Doug McCrary, Acquisition Services Management Division Leader; Jim Jones, Associate Director Project Management; John McKinstry, President of RG Construction; and Michael Kuzmack, Project Manager 4 (assigned Mentor for RG Construction)

#### Small Businesses recognized with Regional Small Business Administration Awards

In June 2014, Vigil Enterprises, Inc., a small minority woman-owned business with New Mexico offices in Santa Fe and Albuquerque, was selected as the Small Business Administration Region VI Subcontractor of the Year. Region VI includes New Mexico, Arkansas, Louisiana, Oklahoma, and Texas. The company provides architectural and design engineering services to the Laboratory. "Vigil Enterprises, Inc. has provided excellent architectural and engineering design services to the Laboratory, and we are pleased that the SBA recognized Denise Vigil and her company with this award," said LANL Small Business Program Manager Chris Fresquez.

In addition, Donn Wiese, President/General Manager of TSAY Construction and Services LLC (TSAY) of Ohkay Owingeh, New Mexico, was selected as the SBA Region VI Entrepreneur of the Year. TSAY provides janitorial services to the Laboratory. "Through the leadership of Donn Wiese, TSAY has become a valued partner of the Laboratory, providing cost-effective, quality and responsive services to the Laboratory," said Fresquez. Both Vigil Enterprises, Inc. and Wiese were nominated by the LANL Small Business Program Office, part of the Acquisition Services Management Division.



LANL Small Business Program office employees with awardees Vigil and TSAY, SBA Regional Administrator Yolanda Garcia Olivarez, and New Mexico Lt. Governor John A. Sanchez

#### LANL Signs Contract with Small Business to Provide Janitorial Equipment and Supplies

Performance Maintenance Inc. (PMI) is a Northern New Mexico small business that recently broke ground for a new facility. When the project is completed in November 2014, it will serve as a superstore distribution center for PMI's new e-commerce division, warehouse the company's line of green cleaning products, and provide the capabilities to clean almost anything. LANL recently signed a contract with PMI to provide janitorial equipment and supplies. The contract is for one year with option years not to exceed five years.



Eric Quintana, General Manager and Co-worker of PMI, sign the contract while Lorrain Dominguez, seated right, of Purchasing (ASM-PUR) witnesses. Standing left to right are LANL Small Business Program Manager Chris Fresquez; Nick Perry of ASM-PUR; and Daven Quintana and Geraldine Talachy, both of PMI.

# LANL Small Business Subcontracting Program

In addition to LANL's own Small Business subcontracting requirements, the SBP office also manages LANL's second tier SB subcontract program. Subcontracts awarded by LANL to large businesses exceeding \$650,000 (\$1.5 million for construction), require the large business to submit small business subcontracting plans. These plans are consistent with LANL's SB Subcontract Plan (Appendix E of the Prime Contract) and include proposed goals for the various socioeconomic categories. Both the procurement specialist along with the SBP negotiate with the Large Business the goals appropriately based on the scope of work and the percentage of work to be subcontracted.

The second tier Subcontract Program, required by Public Law, and implemented throughout the DOE/NNSA complex, allows small businesses additional contracting opportunities and impacts the economy locally, regionally and nationally.

In FY14, LANL had a total of 34 large businesses with small business subcontracting plans.



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# We're on the Web http://business.lanl.gov



Contracting with small businesses is crucial to the Laboratory, as well as to the economic recovery of the nation.

The Laboratory will continue to seek out qualified small businesses that can contribute to its success at the local, regional, and national level.

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